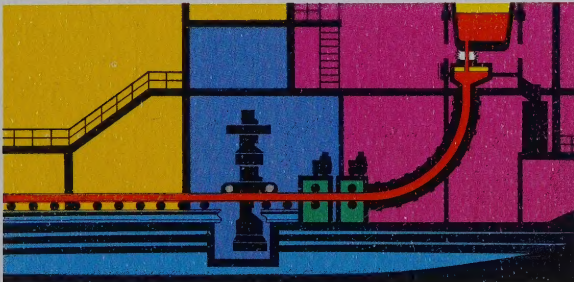


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1967 annual report
SLATER STEEL INDUSTRIES LIMITED

SLATER
STEEL
INDUSTRIES
LIMITED

Annual Report
1967

FOR THE YEAR ENDED OCTOBER 31

Directors

*R. W. COOPER	Burlington
HARVEY FINGOLD	Toronto
*SAMUEL FINGOLD	Toronto
*H. OWEN JONES	Oakville
*R. A. KINGSTON, Q.C.	Toronto
H. H. LEATHER	Hamilton
*L. N. WATT	Port Credit

*Members of Executive Committee

Executive Officers

SAMUEL FINGOLD	Chairman of the Board
L. N. WATT	Vice-Chairman of the Board
H. OWEN JONES	President and General Manager
J. S. SPEARING, C.A.	Vice-President — Treasurer
R. A. KINGSTON, Q.C.	Secretary
R. B. WILSON, C.A., R.I.A.	Assistant Treasurer

Operating Companies and other Executives

BURLINGTON STEEL COMPANY (Rolling Mill Division)

T. BELL	Vice-President — Manufacturing
A. G. McDONALD	Vice-President — Sales

N. SLATER COMPANY (Pole Line Hardware Division)

R. G. BAIRD, P.Eng.	Vice-President — Manufacturing and Engineering
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STAMPED & ENAMELLED WARE (Enamelling and Plumbingware Division)

M. M. REAGAN, P.Eng.	Vice-President
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Registrar and Transfer Agents

Montreal Trust Company,
Montreal, Toronto, Winnipeg and Vancouver

Auditors

Thorne, Gunn, Helliwell & Christenson

Highlights	1967	1966
Sales	\$26,723,744	\$28,734,691
Net Income	\$ 3,582,144	*\$ 2,439,587
Per Common Share	\$1.23	*\$0.85
Dividends Declared		
Preference Shares	\$ 556,318	\$ 464,311
Common Shares	\$ 1,475,659	\$ 1,401,747
Total Dividends	\$ 2,031,977	\$ 1,866,058
Per Common Share	60¢	60¢
Fixed Asset Expenditures (net)	\$ 2,581,367	\$ 811,202
Depreciation	\$ 763,255	\$ 758,000
Number of employees at year end	1,141	1,328
Number of shareholders at year end	7,786	7,785

* See Note 1 of the 1967 Consolidated Financial Statements.

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Directors' Report

To The Shareholders of
Slater Steel Industries Limited

The Board of Directors submits herewith the Annual Report of your Company, together with the Consolidated Balance Sheet and related financial statements for the year ended October 31st, 1967, and the report of your auditors.

For your information there are also included the Consolidated Financial Statements of Canadian Foundation Company Ltd. and Salada Foods Ltd for the years ended October 31st, 1967 and September 30th, 1967 respectively, together with their auditors' reports.

Additional information is submitted in this report which now includes a seven year statistical summary on pages 10 and 11, with a convenient statement of "Highlights" on page 1.

EARNINGS

The consolidated sales of our Company, which exclude Canadian Foundation Company Ltd. and Salada Foods Ltd, amounted to \$26,723,744 (compared with \$28,734,691 in 1966). We have included in this year's Consolidated Statement of Income, the company's equity in net earnings from operations of Salada Foods Ltd reflecting our 50% investment in that company's equity as of August, 1967. Net income for the year after all charges, but before equity in net capital gains of Salada Foods Ltd amounted to \$3,319,669 and after including our equity in such net capital gains amounted to \$3,582,144. This compares with a net income of \$2,439,587 for 1966, which figure has been adjusted to reflect the company's share of the provision for deferred income taxes of \$435,000 provided by Canadian Foundation Company Ltd.

After payment of preference dividends of \$556,318 earnings of our Company amounted to \$1.12 per Common share on 2,459,844 shares outstanding, before including the company's share in net capital gains of Salada Foods Ltd, and \$1.23 per Common share after including such capital gains. This compares with 85¢ per Common share on 2,313,551 (average for year basis) shares outstanding for the previous year. The 1966 earnings figure has been adjusted to reflect the company's share of the deferred income tax provision for Canadian Foundation Company Ltd. as noted above.

OPERATIONS

BURLINGTON STEEL COMPANY

(Rolling Mill Division)

The Burlington Steel Company Division of our Company operated at an increased rate during this fiscal year, producing 135,852 tons of finished steel bar products compared to 130,852 tons rolled in 1966. Ingot production at 130,114 tons compares favourably with 123,929 tons poured in 1966.

The critical strike in the construction industry which lasted from May 19th to October 13th halted most construction projects in our marketing area, including Burlington's expansion programme. This, obviously, affected shipments; however, we were successful in diverting tonnages to other markets including export. This limited our net decrease to approximately 4% for the year. 1967 shipments amounted to 125,384 tons compared to 130,703 tons in 1966.

The problem of imports has extended from reinforcing to commercial bar products, and reflects the extreme inter-

national competition which exists today in the steel markets of the world, Canada being no exception.

We are pleased to advise that the last rail rolling took place on October 5th, 1967 ending over fifty years of the use of rail as our basic raw material. This now enables the company to produce all its steel to specification from the three electric melt furnaces and will facilitate longer production runs.

Further progress has been made in meeting our modernization and expansion objectives. The Walking Beam Reheat Furnace was put into full operation in May, 1967 and is providing increased heating capacity at a much lower cost. The contract for our first continuous casting machine was placed several months ago, and delivery of this equipment is on schedule. Installation of our new 40-ton electric melting furnace is nearing completion and is expected to be operative before the end of January, 1968. The construction industry strike delayed the Melt Shop building extension for approximately four months, but this work will be completed shortly. Our engineers are proceeding with final plans for the next stage of our programme designed to further mechanize our rolling mill, cooling tables and shearing equipment.

This Division recorded a small decrease in sales volume and profits, understandable when considering some of the significant problems faced during 1967. These include, lengthy duration of the construction industry strike, higher power costs, increased labour and fringe benefit costs, which have been unsupported by a compensating increase in productivity, and pressure on selling prices mainly caused by offshore import prices. It is our view that the Canadian government should be giving consideration to discussing with nations whose steel is exported to this country, a voluntary quota system.

N. SLATER COMPANY

(Pole Line Hardware Division)

This Division reported a very steady volume of business until the final quarter of the year. Sales and profits have not benefited by the heavy and unusual volume of high voltage hardware orders received during the previous year. As discussed in our last annual report, this drop in volume was expected; however, there is an indication of some improvement in new orders for 1968. The demand for general pole line hardware continues at a steady level consistent with recent averages.

As pictorially described in this report, Slater continues to purchase modern equipment designed to provide a wider capacity range and to assist in maintaining production costs at the most favourable levels.

STAMPED & ENAMELLED WARE

(Enamelling and Plumbingware Division)

Customer support continued strong throughout the year, enabling this Division to record another successful year. Changing demands in custom work has necessitated an orientation into a development programme which will eventually provide this Division with a more fully integrated line of manufactured products.

Diversification of product lines and increasing customer services continue to be the theme. To this aspect we are pleased to report a "Design of Merit" Award for our "Venus" one-piece steel bathtub by the National Design Council of Canada.

General outlook for a substantial increase in housing starts in the near future does not appear encouraging. High interest rates and increasing construction costs of housing are expected to continue throughout 1968, thus depressing housing programmes.

CANADIAN FOUNDATION COMPANY LTD.

The financial statements of this subsidiary for the year ended October 31st, 1967 are included in this report. Foundation has presented, for the first time, gross operating revenue which amounted to \$124,920,199 in fiscal 1967. Due to the diversified nature of the company's business, however, and the varied types of construction contracts undertaken, gross operating revenue does not necessarily provide an accurate indication of the profitability of the company's operations.

It is gratifying to report that during the 1967 fiscal year the Foundation group of companies has been able to reduce its operating bank loans by \$10,305,513. This has been made possible by the retrenchment programme in the equipment division and settlement of some major construction receivables.

Foundation's President reports that construction operations are benefiting from closer project supervision and the previously adopted policy of selective bidding whereby the company is striving to maintain a high proportion of negotiated contracts. Construction operations should enjoy a successful year in 1968 in view of a favourable contract backlog. The engineering operations have been affected by a general decline in design activity, but current prospects are more encouraging. The company's marine equipment continues to play an important role and is busily engaged in docking, rescue and salvage operations. The reduction in operating bank loans referred to above should place the company in a more stable financial position to meet future opportunities.

SALADA FOODS LTD

The financial statements of this company for the year ended September 30th, 1967 are included in this report. In July, 1967 Slater Steel Industries Limited made an offer to Salada shareholders for 250,000 Common shares at \$11½ per share, and the shares acquired under this offer, together with the shares purchased on the market brought the Company's holdings of Salada's Common shares to 1,326,569 representing a 50% interest in the company's equity.

Consolidated sales of Salada rose to \$85,521,769 compared to \$84,336,088 for the previous year although earnings for actual operations of \$2,286,971 were off somewhat from the previous year largely due to conditions prevalent in the commodity segment of the business. The negating effect of depressed citrus prices and generally poor yield potatoes and vegetables was offset to a great extent, however, by improvements in other divisions of the company, and is a reflection of the positive moves made by Salada's management to strengthen the company's overall position.

Net capital gains from the disposal of investments and operating divisions, however, lifted the final net earnings per share for Salada to \$1.31 compared to \$.92 per share last year.

During the year, the company's operating philosophy was closely reviewed and as a result steps were taken to dispose of certain segments of the business which had adversely affected profits or which, it was felt, did not complement the company's prime activities. To this end, Salada disposed of its investment in Versafood Services Ltd., sold its cone and wafer operation in Belgium, its canning facilities in Florida and negotiated for the sale of its citrus groves in Florida. In addition, a detailed analysis of Salada's subsidiary in the United Kingdom involving organizational and operational changes resulted in an improved contribution to profits during the past year. Other moves directed at consolidating and strengthening Salada's overall position in the packaging food industry

included the acquisition of Erindale Food Products Limited, a distributor of institutional food products across Canada.

To strengthen and enhance the base of Salada's operations, a total of \$2,638,889 was invested during the past year in capital expenditures. The expansion of the Plant Industries dehydrator equipment was completed, enabling this subsidiary to keep pace with the demand for its unique orange crystal product. Major expenditures supporting the Canadian operations were the construction of a potato warehouse at Alliston, Ontario capable of holding 36 million pounds of potatoes and continuation of the programme of Canadian Food Products Limited in renovating existing retail outlets and opening new counters.

During the coming year Canadian Food Products will broaden this programme by spending over \$1 million in modernizing and extending its manufacturing and distribution facilities to ensure sound profitable growth.

DIVIDENDS AND SHAREHOLDERS

Dividends paid on the 5½% Cumulative Redeemable Preference Shares \$1.10 Series amounted to \$104,527, on the 5½% Cumulative Redeemable Preference Shares \$1.10 Second Series \$213,591 and on the 6% Cumulative Redeemable Preference Shares \$1.20 Series amounted to \$238,200, making a total disbursement of \$556,318 for Preference share dividends.

Four regular quarterly dividends of 15¢ per share on the Common shares were paid during the year amounting to \$1,475,659.

Slater Steel Industries Limited is now owned by 7,800 shareholders, 99% of whom reside in Canada.

GENERAL

The steel mill division of the Company continues to face the problem of maintaining a steady level of earnings when called upon to absorb major labour and fringe benefit costs unsupported by increased productivity. Pressure on selling prices, due to increased offshore imports and increased power and supply costs require constant attention. We have added new bar sizes to our product line and further additions are planned for 1968, and we optimistically forecast an increase in production and sales for this Division in the coming year.

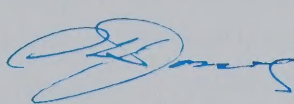
The President of Foundation reports that while government expenditures could level off in 1968, encouraging prospects continue in mining, steel, hydro electric power and other commercial developments. The Foundation group of companies will continue its policy of selective bidding and retrenchment of its equipment and sales rentals division.

Salada Foods Ltd and subsidiaries are expected to benefit from sound and consistent marketing policies, operating controls and new product introductions.

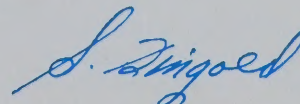
PERSONNEL

The significant and encouraging results for 1967, despite a more difficult year, were achieved largely through the devoted and sincere efforts of our employees. We express our thanks and appreciation for their effective effort and look forward to their continuing support.

On behalf of the Board of Directors,



President



Chairman of the Board

January 8, 1968.

SLATER STEEL INDUSTRIES LIMITED

(Incorporated under the laws of Ontario) and consolidated subsidiary company

Consolidated Balance Sheet as at October 31, 1967

(with comparative figures for 1966)

Assets	1967	1966
<i>Current Assets</i>		
Cash	\$ 2,043	\$ 763,147
Short term investments at cost	—	2,383,284
Accounts receivable	4,228,505	3,882,026
Inventories of raw materials, work in process and finished goods at the lower of cost or net realizable value	5,856,284	6,112,654
Prepaid expenses	164,168	149,101
	<u>10,251,000</u>	<u>13,290,212</u>
<i>Special Refundable Tax</i>	<u>110,325</u>	<u>60,000</u>
<i>Shares in Salada Foods Ltd</i> at cost plus equity in earnings since acquisition of shares (note 2)	<u>16,482,494</u>	<u>7,002,589</u>
<i>Shares in Subsidiary Company</i> at equity in underlying net assets — Canadian Foundation Company Ltd. (note 1)	<u>10,582,568</u>	<u>10,373,223</u>
<i>Fixed Assets</i> (note 3)		
Land	<u>570,677</u>	<u>542,110</u>
Buildings, machinery and equipment	20,542,153	18,013,621
Less accumulated depreciation	8,066,821	7,327,834
	<u>12,475,332</u>	<u>10,685,787</u>
	<u>13,046,009</u>	<u>11,227,897</u>
<i>Other Assets and Deferred Charges</i>		
Unamortized debt issue expense	111,244	118,314
Other assets	—	8,000
	<u>111,244</u>	<u>126,314</u>
	<u>\$50,583,640</u>	<u>\$42,080,235</u>

Liabilities	1967	1966
<i>Current Liabilities</i>		
Bank advances (secured)	\$ 1,457,887	—
Accounts payable and accrued liabilities	2,755,591	\$ 2,702,758
Income taxes payable	293,479	1,042,444
Debenture sinking fund payments due within one year	252,719	336,719
Dividends payable	507,307	508,555
	<u>5,266,983</u>	<u>4,590,476</u>
<i>Long Term Debt</i>		
Sinking fund debentures (note 4)	7,062,406	7,415,125
Notes payable to bank due February 15, 1969 (secured)	6,732,000	—
	<u>13,794,406</u>	<u>7,415,125</u>
<i>Deferred Income Taxes</i> (note 5)	<u>1,425,800</u>	<u>1,387,800</u>
<i>Shareholders' Equity</i>		
Capital stock		
Preference shares		
Authorized less redeemed — 482,820 shares of \$20 each, issuable in series		
Outstanding (note 6)	9,656,400	9,809,900
Common shares (note 7)		
Authorized — 4,000,000 shares without par value		
Outstanding — 2,459,844 shares (1966 — 2,457,994 shares)	11,387,002	11,374,052
Excess of appraised value of fixed assets over net book value, as reduced	939,124	1,094,422
Retained earnings (note 8)	8,113,925	6,408,460
	<u>30,096,451</u>	<u>28,686,834</u>
	<u>\$50,583,640</u>	<u>\$42,080,235</u>

On behalf of the Board:
S. FINGOLD Director
H. OWEN JONES Director

SLATER STEEL INDUSTRIES LIMITED

Consolidated Statement of Income

Year ended October 31, 1967 (with comparative figures for 1966)

	1967	1966
Net sales	\$26,723,744	\$28,734,691
Costs and operating expenses other than depreciation	21,977,097	23,648,930
Depreciation	763,255	758,000
Interest on long term debt and amortization of debt issue expense	531,210	465,841
	<u>23,271,562</u>	<u>24,872,771</u>
	3,452,182	3,861,920
Equity in net income of Canadian Foundation Company Ltd. including dividends received of \$351,884 in both years (note 1)	561,229	367,351
Equity in earnings from operations of Salada Foods Ltd including dividends of \$332,898 in 1967 (1966 dividends only) (note 2)	797,882	50,725
Other investment income	89,376	255,591
	<u>4,900,669</u>	<u>4,535,587</u>
Income taxes (note 5)	1,581,000	2,096,000
Income before undernoted item	3,319,669	2,439,587
Equity in net capital gains of Salada Foods Ltd (note 2) ..	262,475	—
Net income	<u>\$ 3,582,144</u>	<u>\$ 2,439,587</u>

Consolidated Statement of Retained Earnings

Year ended October 31, 1967 (with comparative figures for 1966)

	1967	1966
Balance at beginning of year	\$ 6,408,460	\$ 5,860,213
Net income for the year	3,582,144	2,439,587
Amount realized through depreciation provision for the year transferred from excess of appraised value of fixed assets over net book value	155,298	155,298
	<u>10,145,902</u>	<u>8,455,098</u>
Deduct:		
Dividends		
Preference shares	556,318	464,311
Common shares	1,475,659	1,401,747
	<u>2,031,977</u>	<u>1,866,058</u>
Expense of issue of preference and common shares, less income tax reductions applicable thereto	—	180,580
	<u>2,031,977</u>	<u>2,046,638</u>
Balance at end of year	<u>\$ 8,113,925</u>	<u>\$ 6,408,460</u>

Consolidated Statement of Source and Use of Funds

Year ended October 31, 1967 (with comparative figures for 1966)

	1967	1966
<i>Source of Funds:</i>		
From operations		
Net income	\$ 3,582,144	\$ 2,439,587
Add items not requiring current outlay		
Depreciation	763,255	758,000
Deferred income taxes	38,000	185,000
Amortization of debt issue expense	7,070	7,071
	<u>4,390,469</u>	<u>3,389,658</u>
Issue of common and preference shares	12,950	10,308,924
Decrease in other assets	8,000	18,370
Long term bank borrowing	6,732,000	—
	<u>11,143,419</u>	<u>13,716,952</u>
<i>Use of Funds:</i>		
Net additions to fixed assets	2,581,367	811,202
Reduction in non-current portion of long term debt	352,719	352,719
Share and debt issue costs	—	180,580
Redemption of preference shares	153,500	158,100
Dividends	2,031,977	1,866,058
Investment in Salada Foods Ltd	8,752,446	7,002,589
Increase in equity in Salada Foods Ltd	727,459	—
Increase in equity in Canadian Foundation Company Ltd. (note 1)	209,345	15,466
Special refundable tax	50,325	60,000
	<u>14,859,138</u>	<u>10,446,714</u>
<i>Increase (Decrease) in Working Capital</i>	<u>\$ (3,715,719)</u>	<u>\$ 3,270,238</u>

Auditors' Report

To the Shareholders of
Slater Steel Industries Limited

We have examined the consolidated balance sheet of Slater Steel Industries Limited and consolidated subsidiary company as at October 31, 1967 and the consolidated statements of income, retained earnings and source and use of funds for the year then ended. Our examination included a general review of the accounting procedures and such tests of accounting records and other supporting evidence as we considered necessary in the circumstances.

In our opinion these consolidated financial statements present fairly the financial position of the companies as at October 31, 1967 and the results of their operations and the source and use of their funds for the year then ended, in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year after giving effect in that year to the change, which we approve, in accounting for income taxes adopted by Canadian Foundation Company Ltd. as explained in note 1 to the consolidated financial statements.

Toronto, Canada
December 15, 1967

THORNE, GUNN, HELLIWELL & CHRISTENSON,
Chartered Accountants

SLATER STEEL INDUSTRIES LIMITED

Notes to Consolidated Financial Statements

October 31, 1967

1. Companies Included and Principles of Consolidation

The consolidated financial statements include the accounts of Slater Steel Industries Limited and its wholly owned subsidiary company, N. Slater Company, Limited, but not those of Canadian Foundation Company Ltd. as its operations and those of the company are not homogeneous.

The company's investment in Canadian Foundation Company Ltd., consisting of 85% of the common shares and 43% of the preferred shares of that company, is stated in the balance sheet at the company's equity in the underlying net assets, and net income includes the company's equity in the net income of Canadian Foundation Company Ltd.

Separate financial statements of Canadian Foundation Company Ltd. for its year ended October 31, 1967, together with the report of its auditors, accompany these financial statements.

The 1966 comparative figures of equity in net income of Canadian Foundation Company Ltd., and the value at which the investment in this company was carried on the balance sheet in 1966 have been restated to reflect the change in accounting for income taxes adopted by Canadian Foundation Company Ltd. in the current year. For further particulars see note 4(b) to the separate financial statements of that company.

2. Shares in Salada Foods Ltd

In 1967 the company purchased sufficient additional shares of Salada Foods Ltd to obtain a 50% interest in that company. Net income for 1967 includes the company's equity in the net earnings of Salada Foods Ltd for its fiscal year ended September 30, 1967 whereas in 1966 only dividends received therefrom were included. Net income for 1967 also includes the excess for 1966 of the company's equity in the net earnings of Salada Foods Ltd over dividends received, which was not material. The investment is stated in the balance sheet at cost plus the company's equity in the earnings of Salada Foods Ltd since acquisition of the shares. The quoted market values of these shares of \$13,100,000 is not necessarily indicative of the amount which would be realized if they were to be sold.

Separate financial statements of Salada Foods Ltd for its year ended September 30, 1967, together with the report of its auditors, accompany these financial statements.

3. Fixed Assets

The book value of the land, buildings, machinery and equipment of Burlington Steel Company Division was increased by \$3,105,967 to reflect the depreciated replacement value appraised by Warnock Hersey Appraisal Company Ltd., on August 22, 1961. All other fixed assets, including subsequent additions to the Burlington plant, are included at cost.

4. Sinking Fund Debentures

Due Date	Annual Sinking Fund Requirement	Outstanding at October 31	
		1967	1966
6% Series A, January 1, 1982	\$ 100,000	\$1,900,000	\$2,100,000
6¼% Series B, February 15, 1983	80,000	1,680,000	1,744,000
5¾% Series C, February 15, 1983 (U.S. \$1,260,000)	U.S. 60,000	1,358,438	1,423,125
5½% Series D, May 15, 1984 (U.S. \$2,200,000)	U.S. 100,000	2,376,687	2,484,719
		7,315,125	7,751,844
Less sinking fund payments due within one year, included in current liabilities		252,719	336,719
		<u>\$7,062,406</u>	<u>\$7,415,125</u>

5. Income Taxes

It is the companies' present practice to record in the accounts the reduced amounts payable for income taxes which result from claiming at normal rates capital cost allowances in excess of depreciation and amortization charged to income. As a result, income taxes for the 1967 year have been reduced and net income increased by \$268,000 (1966 \$116,500); the accumulated amount of such reductions to October 31, 1967 is \$875,500.

The companies also intend to claim additional capital cost allowances under tax incentive legislation as a result of which income taxes actually payable for the 1967 year will be \$38,000 (1966 \$185,000) less than the amounts provided in the accounts based on normal rates of capital cost allowances. These reductions have been included in the balance sheet in the item "Deferred income taxes".

Prior to the establishment of the practices referred to above, income taxes were provided in respect of the income reflected in the accounts. The reduction in tax, due to claiming capital cost allowances in excess of the amounts charged to income in that period, amounting to \$437,800, is also included in the balance sheet in the item "Deferred income taxes".

6. Preference Shares

<u>Outstanding</u>	<u>1967</u>	<u>1966</u>
93,460 shares 5½% cumulative redeemable, \$1.10 Series	\$1,869,200	\$1,916,500
190,960 shares 5½% cumulative redeemable, \$1.10 Second Series	3,819,200	3,917,400
198,400 shares 6% cumulative redeemable, \$1.20 Series	3,968,000	3,976,000
	<u>\$9,656,400</u>	<u>\$9,809,900</u>

During the year the company purchased for cancellation 2,365 \$1.10 Series, 4,910 \$1.10 Second Series and 400 \$1.20 Series preference shares.

The \$1.10 Series and \$1.10 Second Series preference shares are redeemable at any time at a premium of 50¢ per share if redeemed on or before January 31, 1968 and the \$1.20 Series preference shares are redeemable at any time at a premium of 60¢ per share if redeemed on or before April 30, 1968; after such dates these premiums reduce by 10¢ annually until the shares are redeemable at par.

The company is required on or before May 1 in each year, to set aside in the case of the \$1.10 Series, to provide in the case of the \$1.10 Second Series, and commencing in 1968 to provide in the case of the \$1.20 Series, an amount as a fund for the purchase of such preference shares. The amount of each fund, including the unused balances from amounts previously provided, is not to exceed \$100,000.

7. Common Shares

During the year 1,850 common shares were issued for \$12,950 on exercise of purchase warrants.

Purchase warrants are outstanding for 194,404 common shares. Such warrants may be exercised at any time on or before January 30, 1970 at \$8.50 per share.

8. Dividend Restrictions

The trust indenture under which the debentures are issued and the conditions attaching to the preference shares contain certain provisions restricting the payment of dividends. At October 31, 1967 approximately \$1,580,000 of retained earnings were free of restrictions under the most stringent of these provisions.

9. Remuneration of Directors and Senior Officers

The aggregate direct remuneration paid or payable to the directors and senior officers of the company in respect of the 1967 fiscal year was as follows:

By the company	\$208,383	By Canadian Foundation Company Ltd.	\$82,050
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10. Pension Plan Liability

The unfunded past service liability of the company and its consolidated subsidiary according to independent actuarial estimates made as at October 31, 1967 amounted to \$2,424,000 at that date. This obligation is being satisfied and charged to operations in the amount of \$190,000 annually. Annual contributions are made and charged to operations in the amounts estimated by the independent actuaries to be sufficient to fund all current costs of the plans.

11. Contingent Liabilities

For contingent liabilities of Canadian Foundation Company Ltd. see note 8 to the separate financial statements of that company.

12. Capital Expenditures

Capital expenditures of approximately \$1,034,000 have been authorized by the directors for the 1968 fiscal year.

SLATER STEEL INDUSTRIES LIMITED

Seven Year Statistical Summary

for the years ending October 31st

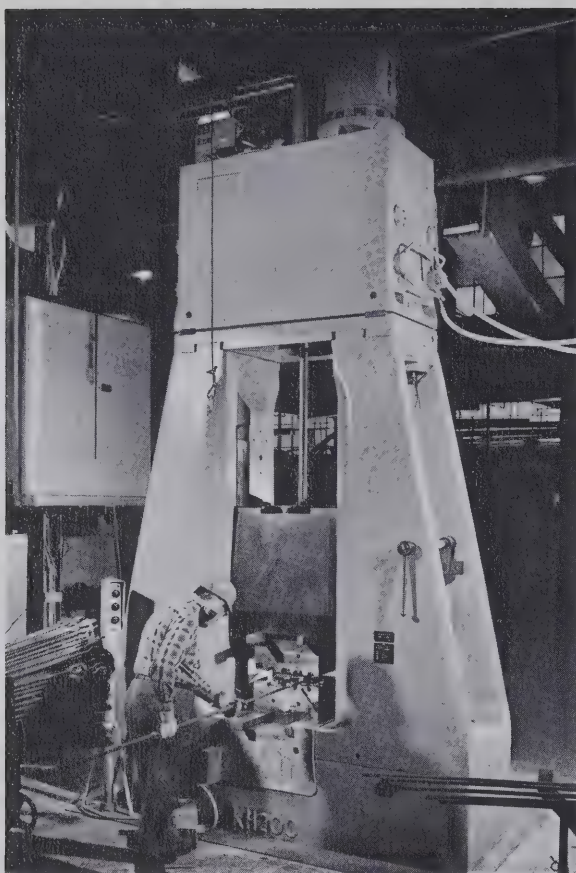
	1967
<i>INCOME AND RELATED DATA</i>	
Net Sales	\$26,723,744
Depreciation	763,255
Income Taxes	1,581,000
Net Income (note 1)	3,582,144
Net Income per Common Share (note 2)	1.23
Dividends declared —	
Preference Shares	556,318
Common Shares	1,475,659
Per Common Share (note 2)60
<i>FIXED ASSET EXPENDITURES — Net</i>	2,581,367
<i>FINANCIAL POSITION YEAR-END</i>	
Working Capital (Deficiency)	4,984,017
Fixed Assets — net	13,046,009
Total Assets	50,583,640
Common Shareholders' Equity	20,440,051
<i>NUMBER OF EMPLOYEES, YEAR-END</i>	1,141
<i>NUMBER OF SHAREHOLDERS, YEAR-END</i>	7,786

NOTES: 1. Statistics of Burlington Steel Company included from date of amalgamation, February 22, 1962.

2. Adjusted for Common Share splits.

1966	1965	1964	1963	1962	1961
\$28,734,691	\$27,428,259	<u>\$24,635,417</u>	\$20,067,553	\$15,106,899	\$ 7,577,405
758,000	688,541	619,275	501,140	402,367	226,410
2,096,000	1,726,000	1,441,000	889,000	768,000	407,000
*2,439,587	2,569,497	1,928,500	1,101,943	699,351	369,784
*0.85	1.13	0.82	0.56	0.32	0.21
464,311	350,933	309,942	229,988	199,316	115,625
1,401,747	788,478	466,699	233,219	219,550	118,586
.60	.40	.25	.15	.15	.10
811,202	1,611,475	3,104,295	410,485	401,600	190,373
8,699,736	5,429,498	4,899,642	2,820,254	(1,801,882)	(489,117)
11,227,897	11,174,695	10,251,761	7,856,737	7,947,392	2,225,995
42,080,235	31,180,777	29,256,749	24,723,218	23,470,898	9,473,223
18,876,934	12,175,061	10,932,175	7,388,124	6,744,716	3,474,523
1,328	1,207	1,210	1,105	1,104	537
7,785	5,446	4,536	3,051	2,965	1,297

*—See Note 1 of the 1967 Consolidated Financial Statements.



N. SLATER COMPANY

This new hydraulic forging press is the leader in its field in Canada, the largest of its type in North America and is part of our continuing programme of providing modern and sophisticated equipment.

- Our General Sales Manager showing part of our range of over 3,000 products to a customer. Slater products are now sold in over 25 foreign countries.



STAMPED & ENAMELLED WARE

Stamped & Enamelled Ware is proud to be the first major manufacturer to pioneer in Canada the one-piece Venus Steel Bathtub. A wide variety of models, sizes and colours of plumbingware fixtures are available in handsome acid resisting vitreous enamel finishes.

Automatic Washing Machine Tubs as assembled on a modern assembly line. Stamped & Enamelled Ware continues to manufacture quality alkali resistant vitreous enamel products for the domestic laundry industry.



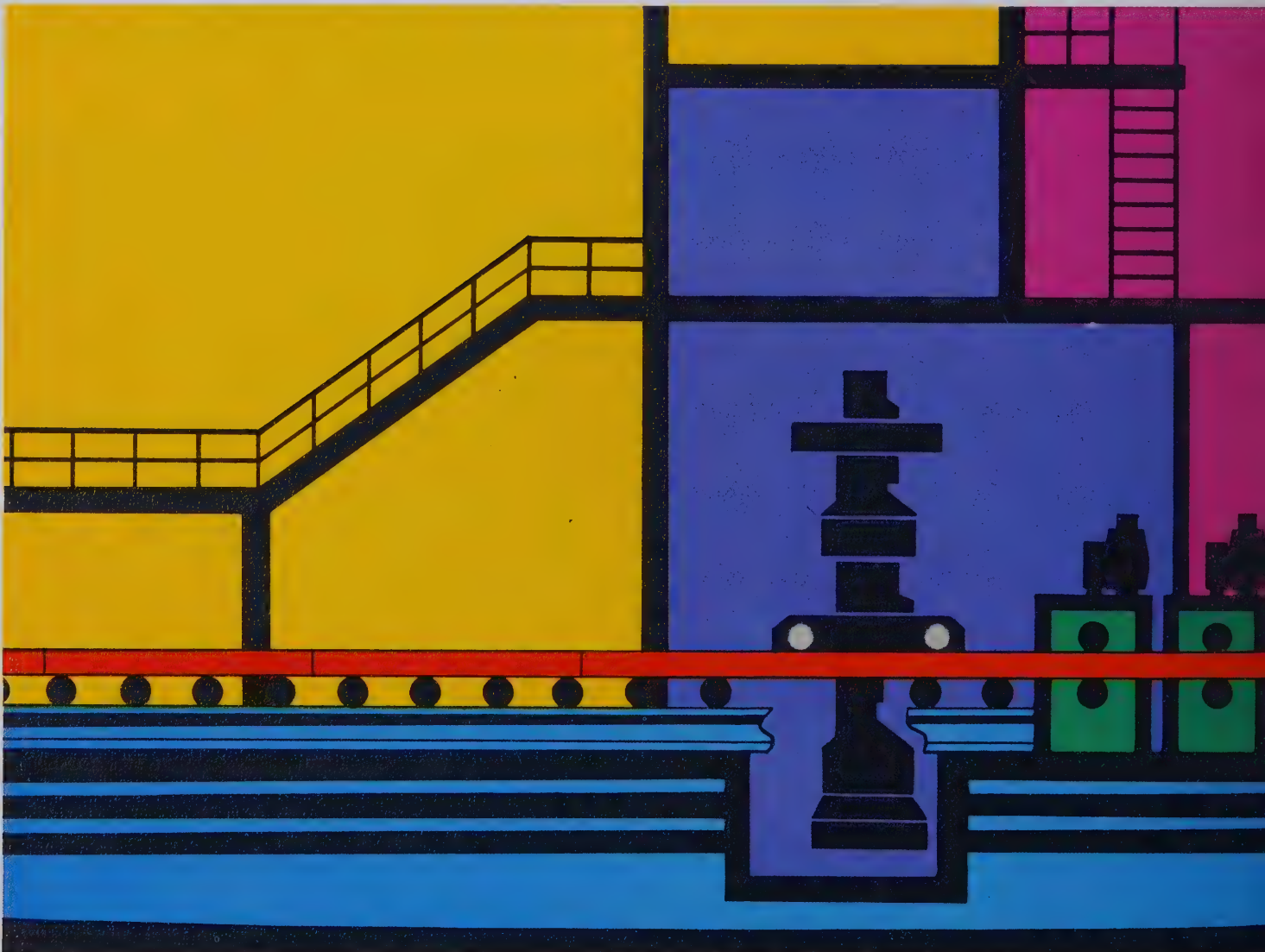
Burlington **STEEL** Company

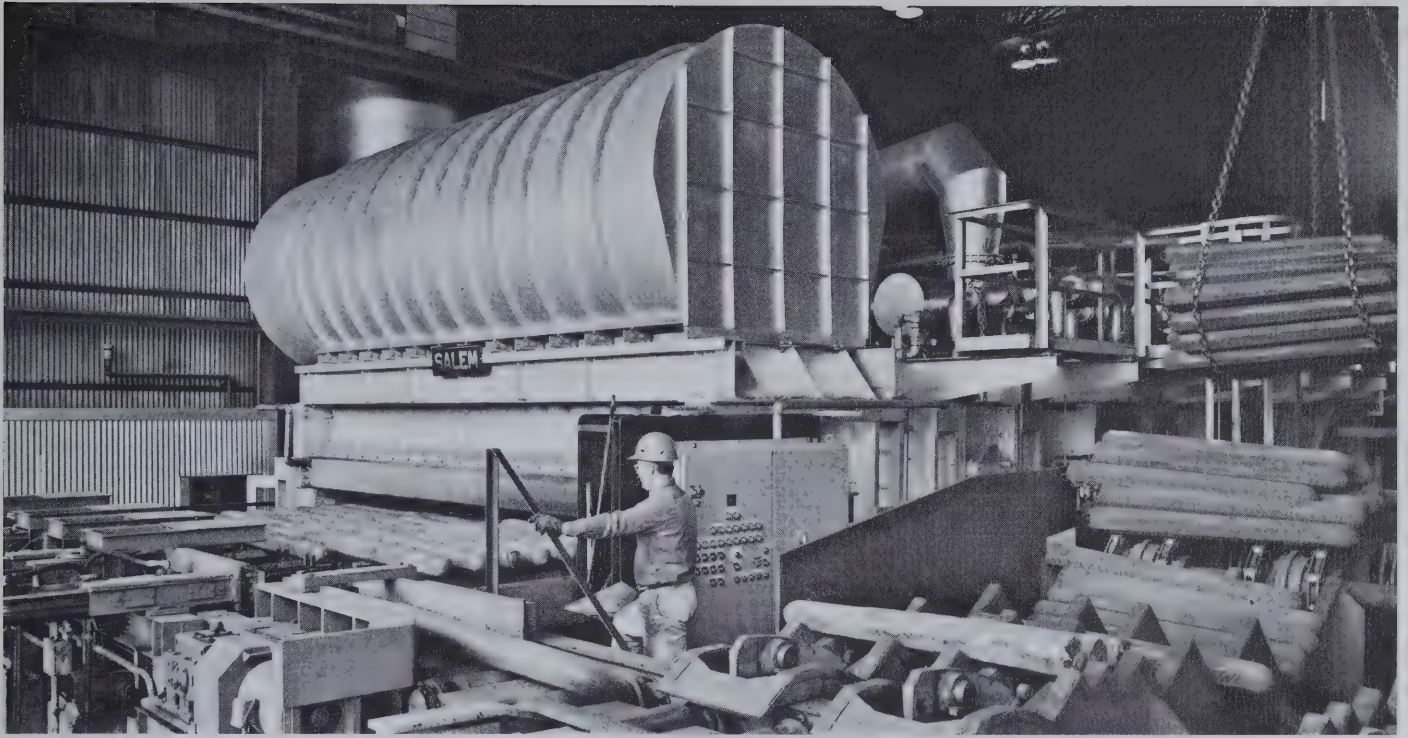
Burlington Steel Company has made impressive strides over the past 5 years mechanizing and modernizing the rolling mill and expanding its steel making facilities.

All steel is now being produced to specification from electric melt furnaces permitting the discontinuation of the practice of producing steel from used rails.

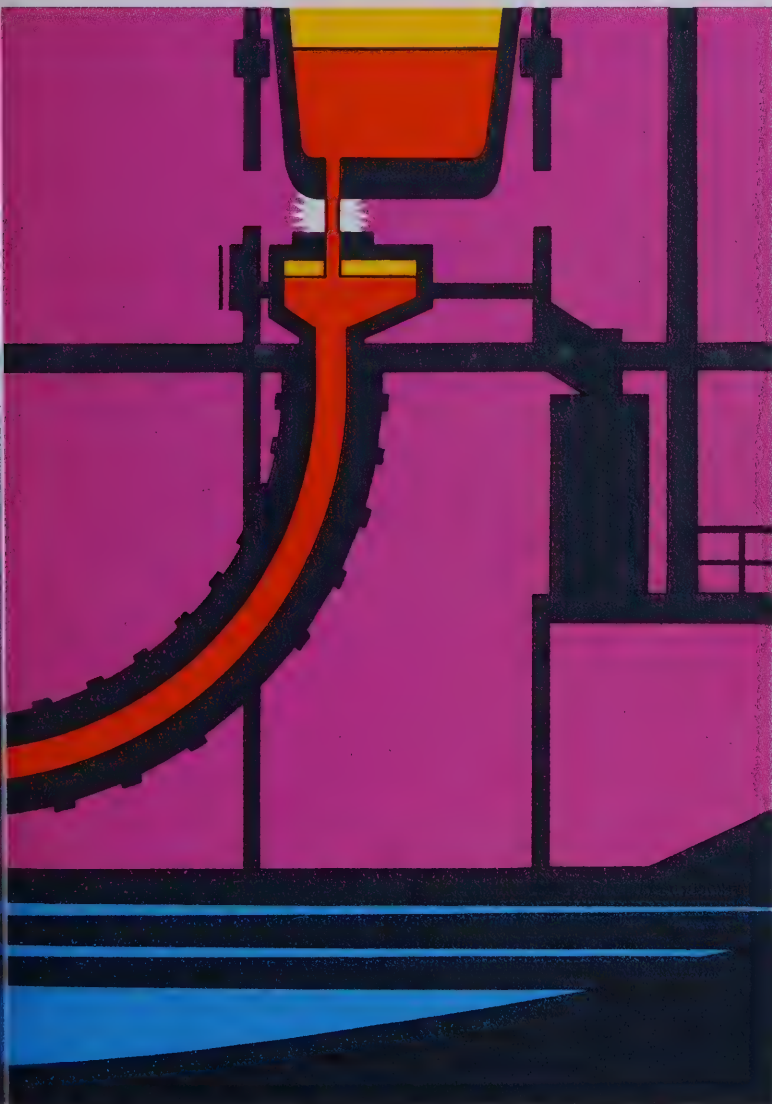
The third step of our modernization programme is now nearing completion consisting of:—

1. A new design walking beam reheat furnace now in operation with many advantages over the conventional pusher type furnace, including greater heating efficiency coupled with lower operating costs.
2. A 40-ton electric melt furnace installed and scheduled for operation in early 1968 will increase potential steel making capacity to 250,000 tons annually.
3. A continuous casting machine designed for Burlington's Melt Shop operation will cast continuous strands of billets and slabs ranging in size from $3\frac{1}{2}$ " x $3\frac{1}{2}$ " to 4" x 6". Construction of this unit is on schedule and will be in operation by mid-1968.

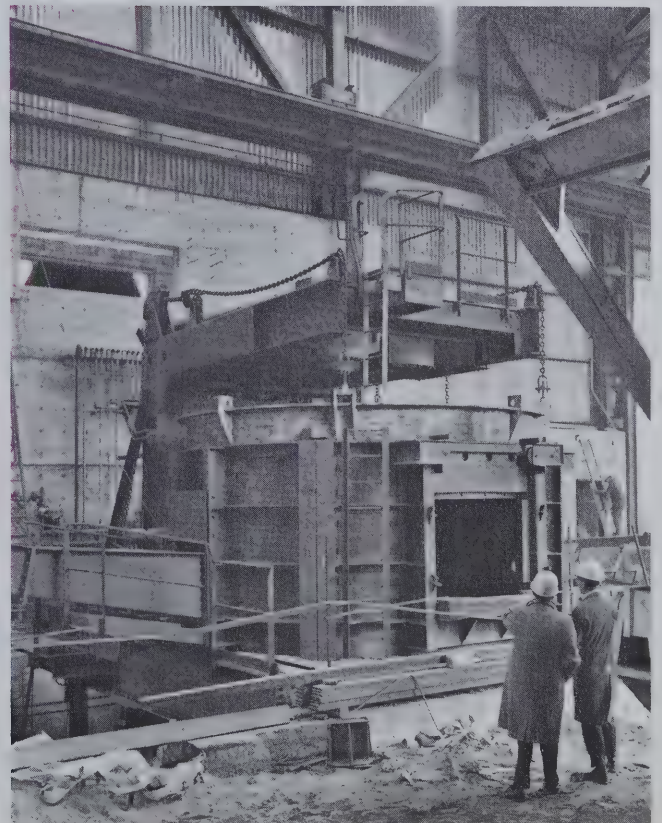




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CANADIAN FOUNDATION COMPANY LTD.
and Consolidated Subsidiary Companies

Consolidated Balance Sheet as at October 31, 1967
(with comparative figures for 1966)

Assets	1967	1966
<i>Current Assets:</i>		
Cash	\$ 431,576	\$ 638,000
Deposits on contracts	11,781	72,498
Government bonds at cost, market value \$515,483, including \$323,027 deposited as security on contracts	566,864	566,864
Trade accounts receivable, less allowance for doubtful accounts \$255,238 (1966 — \$374,507)	15,384,366	22,143,080
Accounts receivable from non-consolidated subsidiary companies	527,630	1,520,067
Advances to joint ventures	2,584,567	3,376,928
Contract costs, less progress billings	2,829,583	5,510,186
Construction equipment for sale and rental, at cost less amortization, which is not in excess of market, and tools and supplies at cost	4,997,688	9,399,952
Prepaid expenses and other assets	118,091	162,605
	<u>27,452,146</u>	<u>43,390,180</u>
<i>Special Refundable Tax</i>	<u>229,445</u>	<u>22,398</u>
<i>Investments in and Advances to Non-Consolidated Subsidiary Companies (note 3)</i>	<u>2,095,012</u>	<u>2,349,350</u>
<i>Mortgages and Notes Receivable, at cost (including sundry investments)</i>	<u>1,382,951</u>	<u>926,150</u>
<i>Fixed Assets, at cost:</i>		
Land	529,680	652,568
Buildings	2,243,294	2,559,517
Marine equipment	6,519,020	6,479,245
Furniture and fixtures	999,398	1,001,685
Other equipment	738,422	817,357
	<u>11,029,814</u>	<u>11,510,372</u>
Accumulated depreciation	<u>5,704,495</u>	<u>5,463,882</u>
	<u>5,325,319</u>	<u>6,046,490</u>
<i>Unamortized Debenture Discount</i>	<u>70,393</u>	<u>76,177</u>
	<u><u>\$36,555,266</u></u>	<u><u>\$52,810,745</u></u>

Liabilities	1967	1966
<i>Current Liabilities:</i>		
Bank loans	\$ 2,458,720	\$12,764,233
Accounts payable and accrued liabilities	10,973,145	14,976,794
Income taxes payable	428,110	230,095
Instalments on long-term obligations due within one year	235,769	471,909
Progress billings on contracts, less costs	2,142,120	4,238,003
	<u>16,237,864</u>	<u>32,681,034</u>
<i>Deferred Income Taxes</i> (note 4)	970,000	435,000
<i>Long-Term Obligations</i> (note 1)	<u>4,067,767</u>	<u>4,578,538</u>
<i>Capital Stock and Retained Earnings:</i>		
Capital stock (note 5) —		
Preferred shares (note 6) —		
Authorized —		
990,163¼ shares par value \$20 each, issuable in series, of which 300,163¼ shares have been designated 6% cumulative redeemable preferred shares, Series A		
Issued —		
287,361 Series A shares	5,747,220	5,829,635
Common shares (note 7) —		
Authorized —		
2,500,000 shares without nominal or par value		
Issued —		
1,190,216 shares	6,030,761	6,030,761
Distributable surplus	2,006,085	2,006,085
Retained earnings (note 6)	1,495,569	1,249,692
	<u>15,279,635</u>	<u>15,116,173</u>
<i>Contingent Liabilities</i> (note 8)		
	<u>\$36,555,266</u>	<u>\$52,810,745</u>

On behalf of the Board:
S. FINGOLD Director
C. P. BAKER Director

CANADIAN FOUNDATION COMPANY LTD.
and Consolidated Subsidiary Companies

Consolidated Statement of Income

For the year ended October 31, 1967 (with comparative figures for 1966)

	1967	1966
Gross operating revenue	\$124,920,199	Note 10
Operating profit for the year before taking into account the following items	\$ 3,008,707	\$ 2,815,046
Income from investments	74,137	51,428
	<u>3,082,844</u>	<u>2,866,474</u>
Deduct:		
Remuneration of directors including amounts paid as executive officers	200,017	170,917
Depreciation	450,505	484,757
Amortization of rental equipment	271,279	581,105
Interest and discount on long-term obligations	279,282	307,051
	<u>1,201,083</u>	<u>1,543,830</u>
Income before income taxes	1,881,761	1,322,644
Provision for estimated income taxes (note 4)	1,050,000	717,000
Net income for the year	<u>\$ 831,761</u>	<u>\$ 605,644</u>

Consolidated Statement of Retained Earnings

For the year ended October 31, 1967 (with comparative figures for 1966)

	1967	1966
Retained earnings at beginning of year	\$ 1,249,692	\$ 1,233,251
Net income for the year	831,761	605,644
	<u>2,081,453</u>	<u>1,838,895</u>
Dividends on preferred shares	347,839	351,235
Dividends on common shares	238,045	237,968
	<u>585,884</u>	<u>589,203</u>
Retained earnings at end of year	<u>\$ 1,495,569</u>	<u>\$ 1,249,692</u>

Consolidated Statement of Source and Use of Funds

Year ended October 31, 1967 (with comparative figures for 1966)

	1967	1966
<i>Source of Funds:</i>		
From operations:		
Net income	\$ 831,761	\$ 605,644
Add: Items not requiring current outlay:		
Depreciation	450,505	484,757
Deferred income taxes	535,000	435,000
Amortization of debt issue expense	5,784	5,784
	<u>1,823,050</u>	<u>1,531,185</u>
Decrease in investment in subsidiary and associated companies	254,338	(652,556)
Disposals of fixed assets (net)	270,666	207,605
Issue of common shares	—	12,207
	<u>2,348,054</u>	<u>1,098,441</u>
<i>Use of Funds:</i>		
Reduction in non-current portion of long-term debt	510,771	471,908
Redemption of preferred shares	82,415	73,900
Dividends	585,884	589,203
Mortgages and notes receivable and sundry investments	456,801	470,868
Special refundable tax	207,047	22,398
	<u>1,842,918</u>	<u>1,628,277</u>
<i>Increase (Decrease) in Working Capital</i>	<u>\$ 505,136</u>	<u>\$ (529,836)</u>

Auditors' Report to the Shareholders

To the Shareholders of
Canadian Foundation Company Ltd.

We have examined the consolidated balance sheet of Canadian Foundation Company Ltd. and consolidated subsidiary companies as at October 31, 1967 and the consolidated statements of income, retained earnings and source and use of funds for the year then ended. Our examination included a general review of the accounting procedures and such tests of accounting records and other supporting evidence as we considered necessary in the circumstances.

In our opinion these financial statements present fairly the financial position of the companies as at October 31, 1967 and the results of their operations and the source and use of their funds for the year then ended, in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year after giving effect in that year to the change, which we approve, in accounting for income taxes as described in note 4(b) to the consolidated financial statements.

Toronto, Canada
December 15, 1967

PRICE WATERHOUSE & CO.,
Chartered Accountants

Notes to Consolidated Financial Statements

October 31, 1967

	1967	1966
1. Long-term obligations:		
4½% Sinking fund debentures, Series "A" maturing 1976, with annual sinking fund instalments of \$200,000 each due 1968 to 1975 (\$75,000 of 1968 requirement was satisfied in 1967)	\$1,725,000	\$2,000,000
6¾% Sinking fund debentures, Series "B" maturing 1979, with annual sinking fund instalments of \$200,000 each due December 1967 to 1978 (December 1967 requirement was satisfied in 1967 fiscal year)	2,400,000	2,800,000
6% Serial debentures, maturing 1968	60,000	120,000
6% First mortgage, due \$1,500 in November 1967 and \$43,000 in 1968	44,500	50,500
6% First mortgage, due \$10,488, instalments of principal and interest, annually 1968 to 1976	74,036	79,947
	<u>4,303,536</u>	<u>5,050,447</u>
Deduct—Instalments due within one year included in current liabilities	235,769	471,909
	<u>\$4,067,767</u>	<u>\$4,578,538</u>

2. Profits on cost plus fee work are recorded on the basis of the fee billing terms of the contracts. Estimated profits in contract arrangements concerning the usage of equipment are accrued monthly. The completed-contract method of accounting is used for other contracts with the exception that estimated profits to date are taken into account commencing with the second fiscal year for long-term contracts and losses are provided for as they become evident.

3. Investments in and advances to non-consolidated subsidiaries comprise:

	1967	1966
Investments in shares, at cost	\$ 45,012	\$ 45,000
Advances, less company's proportion of operating losses	2,050,000	2,294,150
Investment in shares of associated company, at cost	—	10,200
	<u>\$2,095,012</u>	<u>\$2,349,350</u>

The accounts of these subsidiary companies are not consolidated because the activities of the subsidiaries, namely the ownership and operation of office buildings, differ materially in nature from those of other companies in the group and because the cost of the buildings has been financed substantially through mortgages.

The company's proportion of the net operating losses of these subsidiaries from the commencement of operations to October 31, 1967 is \$124,645. Full provision has been made in the company's 1967 accounts for these losses. No material profits or losses resulted from these operations in the previous year.

4. (a) The companies propose to claim for income tax purposes in 1967, as in prior years, capital cost allowances in excess of depreciation and amortization recorded in the accounts, with the result that the income tax provision otherwise required is reduced by approximately \$75,800 (1966 — \$385,300). Such tax reductions to October 31, 1967 amount to \$1,580,300.
- (b) The companies intend to further reduce income taxes actually payable in respect of 1967 by deducting in the calculation of taxable income certain contract profits which can be deferred for tax purposes. As a result, \$535,000 of the provision for income taxes in 1967 is not currently payable and is shown in the balance sheet as "Deferred Income Taxes". Had the companies followed this accounting practice in the year ended October 31, 1966 when a similar deferral was made in calculating taxable income, the recorded tax provision would have been increased by approximately \$435,000, with an offsetting credit to "Deferred Income Taxes" in the balance sheet, and the 1966 accounts have been restated accordingly. No material difference arose from this source prior to 1966.
- (c) Other material deferrals of income taxes existing at October 31, 1967 consist of a difference between the net book value of rental equipment and the undepreciated capital cost of these assets. This difference, which arose in 1964 and prior years, did not result from claiming capital cost allowance in excess of depreciation recorded in the accounts, but reflects profits on equipment disposals which, in accordance with normal practice, have been deferred in the calculation of taxable income. The tax effect of this difference at October 31, 1967 is approximately \$725,000.
5. Section 120 (3) of the Canada Corporations Act requires disclosure that the conditions attaching to the preferred shares contain a restriction concerning the payment of dividends on common shares based on the amount of consolidated net tangible assets. The financial position of the company is such that this restriction is not applicable at this time.
6. During the year the company purchased and cancelled 4,120¾ 6% cumulative redeemable preferred shares, Series A, under the preferred share conditions. As a result of this and prior years' cancellations of these preferred shares, and under the terms of Section 61 of the Canada Corporations Act, \$196,735 of retained earnings is designated as capital surplus.
7. As at October 31, 1967 options to purchase 26,220 common shares were outstanding, including options for 10,000 common shares to directors or officers, at prices varying from \$6.00 per share to \$8.75 per share. No options were granted or exercised during the 1967 fiscal year.
8. Contingent liabilities at October 31, 1967 were as follows:
 - (a) Guarantee of balances owing by customers on conditional sales agreements and other instalment sales — \$157,606 (1966 — \$731,817).
 - (b) Legal liability as contractors in respect of construction contracts indeterminable in amount, including litigation in progress involving substantial amounts the result of which at present is uncertain.
 - (c) Guarantee of bank loan of former subsidiary company — \$1,262,477.
 - (d) Guarantee of bank loan of non-consolidated subsidiary pending compliance with arrangements for the balance of long-term financing — \$2,420,000.
9. The aggregate direct remuneration paid by the company and its subsidiaries to the directors and senior officers in the year ended October 31, 1967 amounted to \$242,817.
10. Gross operating revenue for the year ended October 31, 1966 is omitted as authorized by a Court Order issued December 2, 1966.

CANADIAN FOUNDATION COMPANY LIMITED

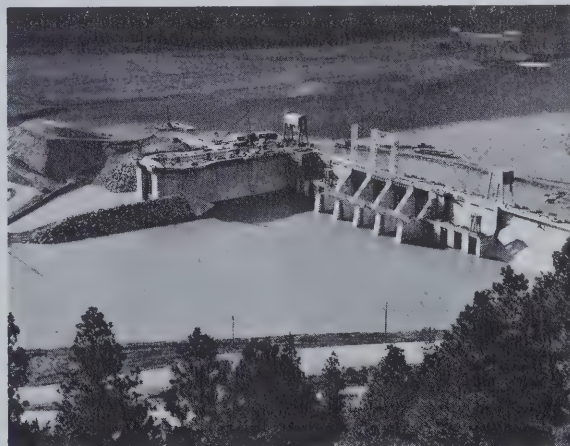
Major construction operations of The Foundation Company of Canada Limited last year spanned the continent from the Bay d'Espoir power development in Newfoundland to the new Vancouver International Airport terminal building in Vancouver. An indication of the diversification of construction undertaken by Foundation is vividly portrayed in the photographs. The colour photograph is that of the 28 storey Place du Canada Office Tower in Montreal, now being leased and managed by Foundation Developments. The Pilkington Float Glass Plant in Toronto represented a demand for high precision construction methods, as did the massive Arrow Dam on the Columbia River system in British Columbia. Now nearing completion, the International Airport terminal at Vancouver represents the latest facility for jet age transportation.



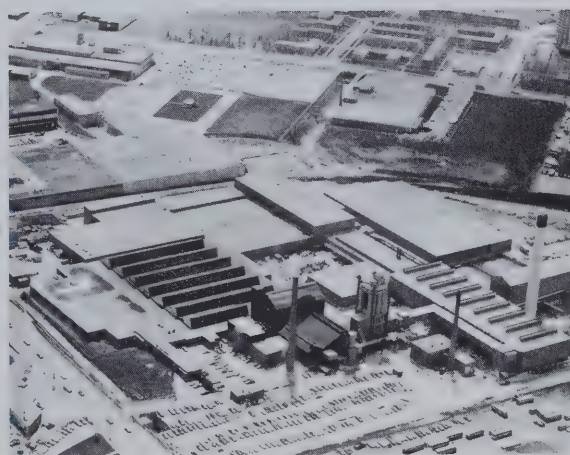
International Airport Terminal, Vancouver, B.C.



Place du Canada Office Tower, Montreal, P.Q.



Arrow Dam, Castlegar, B.C.



Pilkington Float Glass Plant, Toronto, Ont.

SALADA FOODS LTD and Subsidiaries

Consolidated Balance Sheet as at September 30, 1967

Assets	1967	1966
<i>Current</i>		
Cash	\$ 1,922,117	\$ 1,028,420
Marketable securities — at cost (quoted market value \$677,250)	592,594	615,920
Accounts receivable	6,014,664	*6,182,662
Inventories (note 3)	13,325,992	13,552,718
Prepaid expenses	1,433,342	1,137,995
	<u>23,288,709</u>	<u>22,517,715</u>
<i>Special Refundable Tax</i>	<u>86,738</u>	<u>*42,159</u>
 <i>Investments — at cost</i>		
Shares of an associated company	500,400	500,400
Mortgages receivable and sundry investments	395,435	923,846
	<u>895,835</u>	<u>1,424,246</u>
 <i>Land, Buildings, Equipment and Leasehold Interests</i> (note 4)	<u>17,047,818</u>	<u>17,122,462</u>
 <i>Excess of Purchase Price of Businesses Acquired</i> <i>Over Net Assets</i>	<u>1,825,596</u>	<u>1,405,910</u>
	<u><u>\$43,144,696</u></u>	<u><u>\$42,512,492</u></u>

*Special refundable tax reclassified for comparative purposes.

Liabilities	1967	1966
<i>Current</i>		
Bank loans	\$ 2,357,512	\$ 2,185,551
Accounts payable and accrued liabilities	7,237,487	7,967,004
Income and other taxes	426,562	1,154,581
Due to associated company	50,118	455,441
Current instalments on funded debt	477,233	430,842
	<u>10,548,912</u>	<u>12,193,419</u>
<i>Funded Debt</i> (note 5)	<u>5,970,249</u>	<u>6,481,514</u>
<i>Minority Interest in Consolidated Net Assets</i> (note 6)	<u>2,605,379</u>	<u>2,224,800</u>
 <i>Shareholders' Equity</i>		
Capital Stock (note 7)		
Authorized —		
5,000,000 common shares without nominal or par value		
Issued and fully paid —		
2,651,138 common shares	8,618,029	8,618,029
 Retained Earnings		
Reserve for contingency	—	250,000
Unappropriated balance	15,402,127	12,744,730
	<u>24,020,156</u>	<u>21,612,759</u>
	<u>\$43,144,696</u>	<u>\$42,512,492</u>

Signed on behalf of the Board:
S. FINGOLD Director
H. G. TAIT Director

Consolidated Statement of Earnings

for the year ended September 30, 1967

	1967	1966
Gross Sales	\$85,521,769	\$84,336,088
Less: Outward freight, allowances and discounts	6,066,796	5,585,622
Net Sales	79,454,973	78,750,466
Manufacturing, Selling and Administrative Costs	73,428,778	72,342,240
Operating Profit Before the Items Below	6,026,195	6,408,226
Deduct: Provision for depreciation	1,613,656	1,639,101
Interest on funded debt	382,627	411,977
Other interest	439,666	337,521
Directors' remuneration (directors' fees \$16,589)	114,724	147,550
	2,550,673	2,536,149
Investment Income	63,092	51,377
	2,487,581	2,484,772
Earnings from Operations Before Income Taxes	3,538,614	3,923,454
Income Taxes (note 8)	1,070,000	1,350,000
Minority Interest	181,643	145,262
Earnings from Operations	2,286,971	2,428,192
Net Capital Gains on Disposal of Investments and Operating Divisions after Deducting Minority Interest (note 2)	1,180,881	—
Net Earnings for the Year	\$ 3,467,852	\$ 2,428,192

Consolidated Statement of
Unappropriated Retained Earnings

for the year ended September 30, 1967

	1967	1966
Balance at Beginning of Year	\$12,744,730	\$10,731,620
Net earnings for the year	3,467,852	2,428,192
Reduction in reserve for contingency	250,000	250,000
Reinstatement of purchase price excess	—	394,173
	16,462,582	13,803,985
Dividends	1,060,455	1,059,255
Balance at End of Year	\$15,402,127	\$12,744,730

Consolidated Statement of Source and Use of Funds

for the year ended September 30, 1967

	1967	1966
<i>Source of Funds</i>		
Net earnings for the year	\$ 3,467,852	\$ 2,428,192
Provision for depreciation	1,613,656	1,639,101
	<u>5,081,508</u>	<u>4,067,293</u>
Capital stock issued	—	35,200
Disposal of fixed assets and leasehold interests (book value)	1,099,877	345,239
Sale of investments (cost)	528,411	41,058
Increase in minority interest	380,579	—
	<u>7,090,375</u>	<u>4,488,790</u>
<i>Use of Funds</i>		
Additions to fixed assets and leasehold interests	2,638,889	2,240,231
Dividends	1,060,455	1,059,255
Reduction in funded debt	511,265	489,872
Increase in excess of purchase price of businesses acquired over net assets	419,686	—
Increase in special refundable tax	44,579	*42,159
Decrease in minority interest	—	142,411
	<u>4,674,874</u>	<u>3,973,928</u>
<i>Increase in Working Capital</i>	<u>\$ 2,415,501</u>	<u>\$ 514,862</u>

*Special refundable tax reclassified for comparative purposes.

Auditors' Report to the Shareholders

We have examined the consolidated balance sheet of Salada Foods Ltd and subsidiaries as at September 30, 1967 and the consolidated statements of earnings, unappropriated retained earnings and source and use of funds for the year then ended. Our examination of the financial statements of Salada Foods Ltd and the subsidiaries of which we are the auditors included a general review of the accounting procedures and such tests of the accounting records and other supporting evidence as we considered necessary in the circumstances. We have relied on the reports of the auditors who have examined the financial statements of the other subsidiaries.

In our opinion, these consolidated financial statements when read in conjunction with the notes thereto present fairly the financial position of the companies as at September 30, 1967 and the results of their operations and the source and use of their funds for the year then ended, in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year, except for the change described in note 2.

November 21, 1967

McDONALD, CURRIE & CO.,
Chartered Accountants

Notes to Consolidated Financial Statements

for the year ended September 30, 1967

1. Basis of Consolidation

The accounts of all subsidiaries have been consolidated. Fixed assets and long term liabilities of the United States subsidiaries have been converted to Canadian funds at par, and those of other foreign subsidiaries have been converted to Canadian funds at the exchange rates in effect when they were acquired. Current assets and current liabilities of foreign subsidiaries have been converted to Canadian funds at the exchange rates in effect at September 30, 1967.

2. Capital Gains and Losses

The company has returned to its method of reporting capital gains and losses on the disposal of investments and operating divisions which was followed prior to 1963, with the result that for the year ended September 30, 1967, a net gain of \$1,180,881 has been included in the statement of earnings rather than retained earnings.

3. Inventories

Inventories are valued at the lower of cost and net realizable value and consist in M\$ of:

	1967	1966
Ingredients and supplies	6,363	7,494
Products — in process and finished	6,963	6,059
	<u>13,326</u>	<u>13,553</u>

4. Fixed Assets

Land, buildings, equipment and leasehold interests and their related accumulated depreciation or amortization are classified in M\$ as follows:

		1967		1966
	Cost	Accumulated depreciation	Net after depreciation	Net after depreciation
Land	1,844	—	1,844	1,872
Land improvements	1,514	187	1,327	1,228
Buildings	7,476	1,842	5,634	5,692
Equipment	17,635	10,124	7,511	7,701
Leasehold interests	2,456	1,724	732	629
	30,925	13,877	17,048	17,122

5. Funded Debt

Funded debt consists of the following:

5% sinking fund debentures, maturing December 15, 1975 — \$80,000 payable in 1968, increasing annually to \$90,000 in 1974	\$ 1,136,000
6% sinking fund debentures, maturing July 1, 1977 — \$251,000 payable in 1968, increasing annually to \$494,000 in 1976	4,318,000
5% mortgage, maturing October 1, 1968 — \$100,000 payable October 1967	521,300
Sundry notes and mortgages	472,182
	<u>6,447,482</u>
Less: Current instalments	477,233
	<u>5,970,249</u>

6. Minority Interest

Preference shares of Canadian Food Products Limited, a subsidiary, are included in minority interest on the consolidated balance sheet. This subsidiary has certain obligations to purchase these shares for cancellation or to redeem them at a premium.

7. Capital Stock

There was an outstanding option to an officer to buy 2,000 common shares at \$8.80 per share. This option was subsequently exercised on October 26, 1967.

8. Income Taxes

Income taxes have been calculated after claiming maximum capital cost allowance, which is in excess of depreciation recorded in the accounts by \$254,000. As a result the total taxes otherwise payable for the year have been reduced by \$130,000 while the net accumulated reductions to date amount to \$1,020,000.

9. Leases

A lease with an associated company requires Salada Foods Ltd to pay all such company's expenses, and all amounts falling due in each year on its first mortgage bonds. The net expenses in the years ended September 30, 1967 and 1966 were \$380,177 and \$350,345 respectively. \$1,774,000 of the first mortgage bonds were outstanding at September 30, 1967 of which \$20,000 are due on February 1, 1968. The lease expires on February 1, 1981.

Minimum rentals under lease agreements of subsidiaries which extend for more than five years from September 30, 1967 aggregate approximately:

1968 - 1972	\$2,710,000	1978 - 1982	\$1,040,000
1973 - 1977	\$2,220,000	1983 - 1987	\$ 450,000
		1988 and after	\$1,150,000

10. Remuneration of Directors and Senior Officers

The aggregate direct remuneration paid by the company and its subsidiaries to the directors and senior officers amounts to \$212,423.



The modern potato processing plant of Salada Foods Ltd at Alliston, Ontario.



Harvesting time on one of Salada Foods own potato farms.

THE POTATO AND



SALADA'S programme of research and development in the field of potato products has been of great significance to its progress. Today, Salada Foods is recognized as one of the leading processors of potato products with a modern potato processing plant in Alliston, Ontario.

Since its construction in 1959, the plant has more than tripled its production capacity.

This expansion resulted from forward planning that enabled Salada to build a diversified line of convenience potato products, such as Shirriff Instant Mashed Potatoes, Shirriff Scalloped Potatoes, Shirriff Au Gratin Potatoes and Potato Chips.

The Company puts the finest quality, the pick of the potato crop, into its brand name products and by taking the work out of preparation allows the modern homemaker to serve potatoes in a matter of minutes. But convenience is not enough in itself and there must be quality in processing and packaging so that the products taste as good and as fresh as if they were prepared in the consumers own kitchens.

A FAMILY OF FINE PRODUCTS

Salada's wide range of quality products, each requiring skill of experience in manufacturing, processing and marketing, has earned for it universal respect and a position of leadership in the food industry.

Dedicated to the marketing of quality food products, Salada Foods Ltd constantly reviews its diversified lines to ensure that they meet the increasingly critical consumer demands for finest quality content and appealing packaging. The representative products shown here include some of recent introduction and familiar ones in new dress.



